

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 NEA-10 FEA-01 ERDA-07 AID-05
CEA-01 CIAE-00 DODE-00 FPC-01 H-02 INR-07 INT-05
L-03 NSAE-00 NSC-05 OMB-01 PM-05 USIA-15 OES-07
SP-02 SS-15 STR-05 TRSE-00 ACDA-12 /130 W
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FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
INFO AMEMBASSY BELGRADE
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UNCLAS BUCHAREST 8689

FROM STEIN FOR BEWT/TPD/JERSCHKOWSKY

E.O. 11652: N/A
TAGS: BEXP, RO
SUBJECT: REPORT ON TSS OFFSHORE OIL AND GAS EQUIPMENT

1. ATTENDANCE AT TECHNICAL SALES SEMINAR (TSS) SESSIONS WAS 42 ON NOVEMBER 17 AND 33 ON NOVEMBER 18. PARTICIPANTS WERE MOSTLY TECHNICIANS, INCLUDING SOME FROM GALATI AND PLOESTI. EQUIPMENT MANUFACTURERS FOR THE MOST PART YAD PRODUCTIVE MEETINGS AND EXPECT SOME SALES TO RESULT. IN SEVERAL CASES, THE ROMANIANS MAY PROCURE US-MADE EQUIPMENT TO HELP CARRY OUT ROMANIAN CONTRACTS FOR DRILLING RIGS TO BE SUPPLIED TO MIDDLE EAST COUNTRIES, EG, SYRIA.

2. VISIT TO ROMANIAN OFFSHORE RIG (GLORIA) CANCELED AT LAST MINUTE BY GOR. EXCUSE GIVEN WAS VARIOUSLY DESCRIBED AS, QUOTE, BAD WEATHER, END QUOTE, OR, QUOTE, TECHNICAL PROBLEMS, END QUOTE, BUT REAL REASON MAY HAVE BEEN RELUCTANCE OF GOR TO ALLOW UNCLASSIFIED

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FOREIGNERS ON RIG AT THIS TIME. HOWEVER, SUCCESSFUL VISITS WERE ARRANGED BY MINISTRY OFFICIALS TO FACTORIES AND INSTALLATIONS AT GALATI AND PLOESTI FOR THE SEMINAR PARTICIPANTS.

3. OFFSHORE COMPANY CONTINUED ITS DISCUSSIONS ON COOPERATING WITH THE GOR IN SUPPLYING OFFSHORE RIGS TO PETROBALSTIC AND TO BULGARIA. COMPANY REPRESENTATIVE MORE OPTIMISTIC NOW THAN AFTER

DISCUSSION IN KRAKOW AND SOFIA. (OFFSHORE WOULD SUPPLY DESIGN
AND JACKING SYSTEM--RIGS TO BE FABRICATED IN GALATI SHIPYARD.)

4. TSS MEMBERS ESPECIALLY APPRECIATIVE OF EMBASSY SUPPORT
(IE, VERY COMPLETE WELCOME KITS, BRIEFING BY COMATT AND
MANUFACTURERS HANOVER TRUST BRANCH MANAGER, PREARRANGED MEETINGS,
RECEPTION HOSTED BY COMATT, ETC). THEY ALSO IMPRESSED BY
QUALITY OF AUDIENCE. ROMANIANS OBVIOUSLY MORE SOPHISTICATED
THAN POLES AND BULGARIANS IN MATTERS OF OIL AND GAS DRILLING
DUE TO LONG HISTORY OF PETROLEUM EXPLOITATION IN ROMANIA.

5. EMBASSY COMMENT: ALTHOUGH THE NUMBER OF ROMANIAN PARTICI-
PANTS MAY APPEAR SMALL IN COMPARISON WITH SEMINAR SESSIONS IN OTHER
COUNTRIES, WE ARE CONVINCED THAT THOSE WHO ATTENDED WERE IN FACT
INTERESTED, INVOLVED AND RESPONSIBLE. IN OTHER WORDS, THE
SEMINAR INVOKED KEEN INTEREST OF A TARGET AUDIENCE. THE SUCCESS
OF THE SUBJECT (TSS), DESPITE THE FACT THAT IT TOOK PLACE
WITHOUT THE BENEFIT OF A ROMANIAN CO-SPONSOR, SHOWS THAT WHEN
THE THEME HITS HOME AND INVOKES THE ROMANIANS' INTEREST, THE
SEVERAL IMINISTRIES INVOLVED WILL INSURE THAT APPROPRIATE
PERSONS ATTEND AND THAT BUSINESS APPOINTMENTS ARE MADE AND
KEPT WITH TSS PARTICIPANTS. THIS SEMINAR, UNLIKE OTHERS OR-
GANIZED HERE, DID NOT INVOLVE, QUOTE, RENTING A CROWD, END
QUOTE. END EMBASSY COMMENT.

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